



PRESS RELEASE

LightSpeed Technologies Secures Nokia's Top VAR Sales and Growth Award for a Second Consecutive Year

FARMINGDALE, New Jersey – February 20, 2019 – [LightSpeed Technologies, Inc.](http://www.lightspeedt.com), a full-service systems integrator providing end-to-end network solutions, integration services and support, is proud to announce that it has received the 2018 Top VAR Sales and Growth Award from Nokia. LightSpeed has once again achieved this award for its continued success in helping businesses make the transition from legacy to next technologies such as IP/MPLS, DWDM, LTE, Ultra-Fast Broadband and more, as well as generating the most sales in 2018.

"On behalf of everyone on the Nokia Channel Management Team, I want to personally congratulate LightSpeed Technologies on earning Nokia's Top VAR Award for the second year in a row," says Patrick Simonds, Vice President of North American Channels for Nokia. "Their ongoing commitment to the new IP/MPLS and DWDM technologies has generated many satisfied customers for both Nokia and LightSpeed. I'm excited about the growth prospects for both entities in the coming years."

John Brannon, President and CEO of LightSpeed Technologies, adds, "Since 2001, our partnership with Nokia has mutually benefited both organizations, and most importantly, our valued customers in the energy, broadband, service provider and local market segments."

LightSpeed has been an exclusive Nokia VAR for 18 years, specializing in data (IP/MPLS), optical transport, microwave and broadband (GPON, LTE) solutions. As a full-service systems integrator, LightSpeed is dedicated to providing customers with expert level systems engineering and design services, as well as network installation, integration and ongoing maintenance.

"We're very thankful that LightSpeed's investments in the new IP/MPLS, DWDM and Broadband technologies is once again being recognized by the industry for the second consecutive year," shares Joe Caruso, LightSpeed's Executive Vice President. "This recognition has resulted in large contract wins as a result of LightSpeed providing its clients with the best of both worlds, combining Nokia's best-of-breed products and Bell Labs' innovation and global resources with LightSpeed's expert level technical support and outstanding customer service."

LightSpeed helps customers address the challenge of evolving their embedded base of communications infrastructure by integrating new technologies, enabling them to operate more efficiently and reliably.

For more information about LightSpeed Technologies, Inc., visit www.lightspeedt.com, or email Joe Caruso at joecaruso@lightspeedt.com or by phone at 917-882-8455.



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About LightSpeed Technologies, Inc.

Founded in 2001, LightSpeed Technologies specializes in providing next-generation networking solutions that address the ever-growing need for bandwidth. We offer a full line of Nokia solutions including Optical (DWDM), Data Networking (Ethernet, IP/MPLS), Microwave Radio and Ultra-Broadband Technology (FTTX, GPON, LTE) products, to support the Utility, Service Provider, Enterprise, Transportation, Public Safety and State & Local Government market segments.

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